

Mazzetta Company, LLC¹

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August 26, 2009

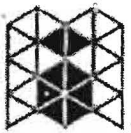
The Honorable Bobby Jindal
Governor
State of Louisiana
Office of the Governor
P.O. Box 94004
Baton Rouge, LA 70804

Dear Governor Jindal,

I am writing today on the heels of your August 19, 2009, letter to U.S. Commerce Secretary Gary Locke and Shara Aranoff, head of the U.S. International Trade Commission, where you asked the federal government to investigate whether foreign countries are unfairly manipulating the shrimp industry's marketplace. I also understand that South Louisiana shrimpers have been on strike for nearly a week and many of them have traveled to Baton Rouge to protest on the Capitol steps regarding historically low prices. Given the economic climate nationally, I can only imagine the pressure you are experiencing at the state level as you work to bring Louisiana back following Hurricane Katrina's catastrophic landfall just four years ago.

By way of background, Mazzetta Company is one of the largest seafood companies in the United States. However, like so many involved in Louisiana's fisheries, Mazzetta Company is not just our business; it is our family name and our heritage. Although much has changed in the way seafood reaches the American dinner table over the past twenty-two years, the principles and values that originally guided Mazzetta Company as a small family-owned business remain steadfast. Much of our success over the years can be attributed to our focus on one overriding mission; ensuring quality. We take great pride in employing a hands-on approach in the production of our products; from harvesting catch, through processing, storage, transportation, and delivery. It is our belief that by being closely involved in every step of production we are able to ensure the highest standards and controls and ultimately deliver to our customers a product of unparalleled quality. Indeed, our transformation from a small family business to one of the top U.S. seafood companies responsible for importing over one hundred million pounds of seafood annually has been both humbling and extremely gratifying. Today Mazzetta Company and its Seamazz® brand are widely regarded as worldwide industry leaders.

Although we deal primarily with imported seafood, we made the decision about three years ago to become involved in the Louisiana shrimp industry and to drive an effort to develop a product of exceptionally high quality that could be marketed and sold all over the world. We are no strangers to Louisiana, and although labeled "seafood importers", we were able to build trust with some in the Louisiana shrimp industry who recognized our genuine commitment to being part of efforts aimed at bettering the industry as a whole. We have made roughly eight trips to



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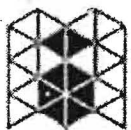
the state, met and worked with former and current Ag Commissioners, heads of the seafood promotion and marketing board, processors, shrimpers, and have been involved in dozens of conference calls over the past several years. We were intimately involved with the development of 'Louisiana-Certified' standards and made significant investments in time and dollars into harvesting methodologies and processing facilities and protocols. I tell you this because I want you to know that my letter today isn't simply coming from a large importer who is offended by the demonization of imports as a basis for a fledgling domestic industry. Mazzetta Company understands full well the potential of Louisiana-Certified Shrimp and continues to have strong interest in an industry that is willing to change its ways to adapt to the changing marketplace and invest in itself to the betterment of its product and brand.

Respectfully Governor, the problems of the Louisiana shrimp industry do not rest with imports, or allegations of unfair manipulation of the shrimp industry's marketplace. I believe you recognize that. Mazzetta Company maintains a very strong Washington, D.C. presence and we followed your time as a U.S. Congressman. There is no question that you are an extremely intelligent and passionate person that generally can be expected to understand an issue fully and form his own opinion beyond the political rhetoric.

In our view, there are a number of challenges confronting the Louisiana shrimp industry. Briefly, the most efficient component of the fishery is the 'skimmer boats', which prevent shrimp from fully maturing and reaching a size of real value. The shrimpers themselves resist change and proper handling protocols that would result in a much higher quality product. Lastly, the processing facilities are of very low quality and are unwilling or unable to make the necessary investments. There is no question that Louisiana shrimp has a fantastic flavor profile, but the product is of low quality due to poor handling and over-soaking. These are areas where your direct involvement and leadership could make a major impact.

With that said, I would welcome the opportunity to travel to Louisiana to talk with you in greater detail about Louisiana shrimp and the investment that Mazzetta Company may be willing to consider with your direct leadership and involvement in the process.

With respect to your immediate problems at the docks and low prices, these historically low prices are not the result of imports. They are the result of the "good 'ol boys network" that exists in the shrimp industry. Taking on these types of issues was a major part of your platform in running for Governor. Your leadership here and willingness to make hard political decisions is again necessary to bring about the changes you seek. Imported shrimp should not be considered a competing product for those in the Louisiana shrimp industry. By way of example, the "Wild Alaskan Salmon" producers care very little about Chilean salmon, and they certainly have no reason to wage public wars with imported product. They produce an excellent product and



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properly market it so consumers understand the difference and are largely willing to pay higher prices. Because Louisiana has the challenges I've mentioned in harvesting, handling, and processing their product, it becomes a race to the bottom on price with imported shrimp, and quite frankly Governor, it's a race that Louisiana shrimp will never win absent a trade barrier. Louisiana shrimp is a niche product. You produce less than 5% of the shrimp consumed in the U.S. each year. The rationale behind getting higher prices should not be preventing any competition and thus selling lower quality product for more money. Rather, I would submit that we focus on producing the highest possible quality product and marketing it such that it garners the high prices you seek. Again, Mazzetta Company would like to be part of the reform necessary in this regard, but view your direct leadership as essential.

There is no question regarding the appeal of Louisiana seafood or the rich history and charm of New Orleans. This translates to a fantastic opportunity to market Louisiana products all over the world, but only if those products meet the high standards and quality the market demands.

I look forward to hearing back from you Governor, and again, would welcome an opportunity to sit down and discuss, above the rhetoric, the possibilities for investment and marketing of Louisiana seafood.

Thank you for your consideration and for the good work you do on behalf of the people of Louisiana.

Sincerely,

Tom Mazzetta
Founder and CEO